


**City of Seattle
Notice of Appointment**

FILED
CITY OF SEATTLE
2013 NOV 15 AM 9:14

CITY CLERK

| | | |
|--|---------------------------|---|
| Name: Jeffrey G. Rice, CPCU, ARM | | <input checked="" type="checkbox"/> Executive Appointment <input type="checkbox"/> Reappointment <input type="checkbox"/> Legislative Appointment <input type="checkbox"/> Agency Appointment <input type="checkbox"/> PDA Council <input type="checkbox"/> PDA Constituency |
| Residential Neighborhood: Kirkland | Zip Code: 98034 | Contact Phone No.: 206.344.3246 |
| Appointed to: Fire Code Advisory Board, Fire Insurance Industry Position | | Date of Appointment: November 13, 2013 |
| Authority (Ord., Res.): Ord. No. 119799 | | Term of Office: From: Confirmation To: November 13, 2016 |
| Background: <p>Mr. Jeffrey Rice has worked in the insurance industry for over three decades, managing underwriting processes for large property, inland marine, builders risk and other lines of insurance. In this role he engages with insurance brokers, clients, engineers and claims professionals to provide coverage solutions, risk mitigation, and claims resolution for a broad spectrum of customers. He has experience with a wide range of fire and life safety issues from the insurance perspective. He is designated as an Associate in Risk Management (ARM) and a Chartered Property and Casualty Underwriter (CPCU), and holds both the Washington Insurance Producer license as well as the Washington Surplus Line Broker license.</p> <p>Mr. Rice's business office is located in downtown Seattle, and he works with large property clients both inside and outside of the city. Mr. Rice's deep background and expertise – gained in his work with leading international insurance companies serving local clients – make Mr. Rice an exceptionally good candidate to represent the perspective of the insurance industry on the Seattle Fire Code Advisory Board.</p> | | |
| Authorizing Signature:  | | Name and Title of Officer Making Appointment: Michael McGinn, Mayor |

JEFFREY G. RICE, CPCU, ARM

PROFILE

Results oriented professional, with 32 years commercial insurance experience handling key marketing, account selection, pricing, and customer service functions. Developed profitable business portfolios through effective:

- Written and verbal presentations
- Research and analysis
- Team leadership
- Short and long-term planning
- Focused on bringing creative solutions to bear to win accounts and build lasting company-client relationships

EMPLOYMENT HISTORY

2012 – 2013 Risk Specialist Companies Insurance Agency, Inc. Seattle, WA.

Property Manager

Managing a staff of 5 people with responsibility for servicing and producing AIG property business in the Pacific Northwest (Washington, Oregon, Idaho, Montana, and Alaska).

- » Responsible for maintaining and growing a \$39,000,000 premium AIG commercial property book of business in the Pacific NW.
- » Implementing strategies to grow and service target accounts including high limits property, inland marine, and builders risk clients.
- » Developing and training staff to enhance their insurance capabilities and advance them to positions of greater responsibility within AIG Property & Casualty.
- » Work effectively with other division managers and underwriters to cross-sell other lines of business and AIG services.
- » Consult with AIG branch and field engineering staff to service clients, and present effective loss control and claims solution to improve risk quality and mitigate property exposures. Engage with AIG claims staff to effectively address coverage and claims issues to assist in resolving losses.

2006 – 2012 Risk Specialist Companies Insurance Agency, Inc. Seattle, WA.

Sr. Production Specialist

New and renewal business production for retail and wholesale brokers in the Pacific Northwest.

- » Responsibility for developing account leads and underwriting monoline property, DIC, inland marine, and builder's risk products. Handling an existing premium book of \$15,000,000.

2005 – 2006 The Hartford Fire Insurance Company,

Seattle, WA.

Property and Marine Underwriter

Focused on marketing and underwriting for key producers in Washington, Oregon, Idaho, Montana, and Wyoming.

- Responsibilities include monoline property, inland marine, and ocean marine new business development and larger renewal retention for approximately 30 target production sources.

2001 – 2005 National Specialty Underwriters,

Bellevue, WA.

Director of Underwriting

Working with company principals to manage program marketing for casualty lines of business for the hospitality program department. Overall department premium in excess of \$50,000,000 nationwide.

- Successfully transitioned \$3,000,000 property program business from Safeco Select to other non-program carriers.
- Managing in-house casualty underwriting for accounts moving to Tokio Marine and Zurich from the St. Paul Program.
- Responsible for establishing and maintaining procedures for surplus lines filings in key states, and managing surplus lines filings and documentation for NSU's non-admitted brokerage operations nationwide.
- Establishing procedures and processes to issue Lloyd's policies for NSU-London property facility.
- Managed corporate insurance placement for all lines.

1999 - 2000 Reliance Insurance Company,

Seattle, WA.

Commercial Accounts Manager

Responsible for 7 direct reports; handling property, general liability, automobile, workers compensation, and marine underwriting functions. Territorial premium of \$8,000,000+ for Washington, Alaska, Montana, Hawaii, and Northern Idaho.

- Through effective pre-renewal planning with staff and producers, achieved a 20% overall price increase on renewal business for 12 month period.
- Dramatically increased company visibility with key producers and clients through effective staff planning and increased frequency of marketing calls, and introduction of a company newsletter.
- Developed and initiated standardized file documentation and improved review processes, identified problem accounts using monthly audits. Addressed coverage and exposure concerns with clients prior to renewal, and eliminated gaps in information, resulting in improved accounts selection, and appropriate exposure/pricing levels.
- Effectively managed the re-underwriting of the Seattle book of business; ensuring overall compliance with Washington State Department of Insurance filings, and company account selection/pricing guidelines. The branch passed the June-August 2000 state audit, and completed all requested corrections within 30 days of notification.
- Developed performance guidelines and measurement tools, and re-wrote job performance expectations for support staff. Established standardized performance

goals, and met monthly and quarterly with individuals to review activity. Met company timeliness standards for policy and endorsement issuance.

1994 – 1999 Reliance Insurance Company,

San Francisco, CA.

Property and Marine Manager

Responsible for developing a new book of inland and ocean marine accounts, and large property/package business, in the San Francisco Bay Area marketplace. Helped to spearhead this office's transition from small producers/accounts, to significant involvement with national brokerage houses with an average written account size in excess of \$100,000.

- Effectively used existing industry relationships and cultivated new ones, to build a profitable book of large property, excess property, and marine business. Premiums grew from \$400,000 in 1994 to \$4,000,000 by 1998.
- Western region referral specialist for marine coverages. Assisted in developing property/marine training programs, and conducted product training for underwriters, assistants, and Reliance producers.

1990 – 1994 Home Insurance Company,

San Francisco, CA.

Major Lines Property Account Executive

Developed and enhanced relationships with key regional and national San Francisco and Seattle producers.

- Grew an assigned book of primary and excess property and inland marine business from \$1,500,000 to \$4,000,000 over a 4-year period. Average account premium size in excess of \$150,000.
- Developed a good working knowledge of manuscript forms and endorsements. Able to tear apart coverage forms, to identify areas where imprecise or inappropriate wording could create unanticipated coverage or company-client conflict.
- Assisted select producers in presenting company services and explaining coverage forms to client risk managers or insurance buyers, resulting in improved renewal retention ratios and additional sales opportunities.

1981 – 1990 Home Insurance Company,

Seattle, WA and San Francisco, CA.

Various Senior Production Underwriter Positions

EDUCATIONAL & PROFESSIONAL DEVELOPMENT

1979 – 1981 University of California at Berkeley

Berkeley, CA.

Bachelor of Arts / Economics

1977 – 1979 Diablo Valley Junior College

Pleasant Hill, CA.

Associate of Arts

2003 Associate in Insurance Services (AIS) designation received

1993 Associate in Risk Management (ARM) designation received

1990 Chartered Property and Casualty Underwriter (CPCU) designation received

Completed a wide range of corporate training programs including interviewing skills, and effective marketing planning/selling techniques.

LICENSES

Washington Insurance Producer License

Washington Surplus Line Broker License

FIRE CODE ADVISORY BOARD

November 2012

Fifteen members: Ord. 117717, all appointments subject to City Council confirmation. **3 year terms - no term limits.**

- 15 Appointed by Mayor

| D* | G | Position No. | Name | Appointed | Term Ends | Term # | Position | Appointed By |
|-----------|--------|--------------|---------------------|------------|------------|--------|--------------------------|--------------|
| 6 | M | 1 | James R. Fair | 3/30/2012 | 3/30/2015 | 2 | Architects | Mayor |
| 6 | F | 2 | Tara Henriksen | 8/30/2012 | 8/31/2015 | 1 | Chemical Engineers | Mayor |
| 6 | F | 3 | Rae Anne Rushing PE | 3/30/2012 | 3/30/2015 | 2 | Mechanical Engineers | Mayor |
| 6 | M | 4 | Todd Sparrow | 3/30/2012 | 3/30/2015 | 1 | BOMA | Mayor |
| 6 | M | 5 | Jeffrey Rice | 11/13/2013 | 11/13/2016 | 1 | Insurance Industry | Mayor |
| 6 | M | 6 | Allen Rainsberger | 3/30/2012 | 3/30/2015 | 2 | Marine Industry | Mayor |
| 2 | F | 7 | Melda Hickman | 10/31/2012 | 10/31/15 | 2 | Port of Seattle | Mayor |
| | | 8 | Vacant | | | | Manufacturing/Warehouse | Mayor |
| 6 | M | 9 | David Moore | 3/30/2012 | 3/30/2015 | 1 | Research/Labs | Mayor |
| 6 | M | 10 | James Moren | 10/31/2012 | 10/31/15 | 2 | Fire Protection Industry | Mayor |
| 6 | M | 11 | Lucas Grothkopp | 3/30/2012 | 3/30/2015 | 2 | Public | Mayor |
| Note 1*** | Note 1 | 12 | Anne Donegan | 3/30/2012 | 3/30/2015 | 2 | Public | Mayor |
| | | 13 | Vacant | | | | Labor | Mayor |
| | | 14 | Vacant | | | | Petroleum Industry | Mayor |
| | | 15 | Vacant | | | | Retail | Mayor |

*Diversity¹

| | Men | Women | Vacant | Minority | Asian-American | African-American | Hispanic Latin@ | Native-American | Other** | Caucasian |
|--------------|-----|-------|--------|----------|----------------|------------------|-----------------|-----------------|---------|-----------|
| Mayor | 7 | 3 | 4 | 1 | | 1 | . | | | 9 |
| Council | | | | | | | | | | |
| Other Bodies | | | | | | | | | | |
| Total | 7 | 3 | | | | | | | 1 | |

**Other includes diversity in any of the following: race, gender and/or ability

***Note 1: Respondent prefers not to self-identify. Diversity table totals include information for 10 respondents.